



Competition Policy and the Real Estate Industry

A public workshop hosted by
the Federal Trade Commission and the Department of Justice



Agenda

October 25, 2005

7:30 *Doors Open*

9:00 - 9:30 *Opening Remarks*

- Deborah Platt Majoras, Chairman, Federal Trade Commission
- Thomas O. Barnett, Acting Assistant Attorney General for Antitrust, Department of Justice

9:30 - 10:30 *Overview of the Real Estate Transaction*

Moderator:

- Maureen K. Ohlhausen, Director, Office of Policy Planning, FTC

Panelists:

- Robert W. Hahn, Executive Director, AEI-Brookings Joint Center
- Catherine B. Whatley, 2003 President of National Association of Realtors

10:30 -10:45 *Break*

10:45 - 12:15 *Issues Affecting Competition Among Sellers' Brokers*

Moderator:

- James C. Cooper, Assistant Director, Office of Policy Planning, FTC

Panelists:

- Aaron Farmer, Owner, Texas Discount Realty
- Thomas R. Kunz, President and Chief Executive Officer, Century 21 Real Estate
- Sam Licklider, Missouri Association of Realtors
- Colby Sambrotto, Chief Operating Officer, ForSaleByOwner.com
- Wayne Thorburn, Administrator, Texas Real Estate Commission

12:15 - 1:30 *Lunch*

1:30 - 1:45 *Remarks by Commissioner Jon Leibowitz*

1:45 - 3:30 *Issues Affecting Competition Among Buyers' Brokers*

Moderator:

- Lee Quinn, Attorney, Litigation III, Antitrust Division, DOJ

Panelists:

- Alexander Perriello, President and Chief Executive Officer, Cendant Real Estate Franchise Group
- Philip Henderson, Vice President, LendingTree, LLC
- Catherine B. Whatley, 2003 President of National Association of Realtors
- Tom Early, National Association of Exclusive Buyer Agents
- Geoff Lewis, Senior Vice President/Chief Legal Officer, RE/MAX International, Inc.
- Steve DelBianco, Executive Director NetChoice Coalition

3:30 - 3:45 *Break*

3:45 - 5:00 *Empirical Evidence on Competition in the Real Estate Industry*

Moderator:

- Michael A. Salinger, Director, Bureau of Economics, FTC

Panelists:

- Chang-Tai Hsieh, Associate Professor of Economics, University of California
- Lawrence Yun, Managing Director of Quantitative Research, National Association of Realtors

5:00 *Closing Remarks*

- Susan A. Creighton, Director, Bureau of Competition, FTC
- Robert Kramer, Director of Operations, DOJ